

Peninsula Executives Association

PO Box 36255, San Jose, CA 95158

Phone: 408-266-9658 | Fax: 877-826-8501 | peaworks@executives.org



Board Meeting Agenda

December 9, 2021

Call to Order 8:35 a.m. ~ Zoom Conference Call

Welcome ~ Maureen Clark, President

Roll call and welcome of any guests present today.

GUEST AGENDA ITEMS (if applicable)

Guest agenda items will be heard before reviewing other Board matters.

CONSENT AGENDA ITEMS ~ 8:40 a.m.

- ✓ One motion is necessary to accept all items on the Consent Agenda.
- ✓ Board members may approve items be moved off the Consent Agenda to the regular agenda, if desired, by a seconded and approved motion.

1. Minutes and Attendance

Current month's documents:

- November 2021 Board Meeting Minutes
- Participation and Attendance through November 2021
- Financial Statements
 - **Financials through November 30, 2021 attached**
 - Restricted funds are \$355.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
 - **Accounts Receivable outstanding**
 - The last billing round for dues was December 1, 2021, and bills were sent out to every member on that date for 2021-2022 Quarter 4 membership dues. The fee was reduced by the Board from \$355 to \$190, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members requested a revised invoice for the \$355 full dues amount.
 - Total A/R outstanding as of November 30, 2021, is \$5199.00.
 - **ACTION NEEDED AT THIS BOARD MEETING:** Please note that Carpeteria, Mollie Stone's Markets, and Yeaman Auto Body (fees were waived by the Board during leave of absence) have all been sent final demand notices signed by Maureen Clark, PEA President, and we only received the outstanding balance for Mollie Stone's Markets. The Board may want to consider a motion for disposition of the other remaining balances for Carpeteria and Yeaman.

Peninsula Executives Association
A/R Aging Summary
As of December 8, 2021

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
All Reasons Moving & Storage	190.00					190.00
Arranged4Comfort	190.00					190.00
Benefits Simplified	190.00					190.00
Carpeteria				190.00	380.00	570.00
Come Travel Today	190.00					190.00
Cushman & Wakefield	190.00					190.00
D.B. Gaskill Advertising Specialties	190.00					190.00
Events, Etc...	190.00					190.00
GR8WORK Builders, Inc	190.00					190.00
Hassett Hardware	190.00					190.00
Hoge Fenton	190.00					190.00
Home Preservation Services	190.00					190.00
Innovative Sales and Leasing	190.00					190.00
JB Bell Business Consulting Int'l	-10.00					-10.00
JL Designs & Interiors	190.00					190.00
Lane Cleaning Services	190.00					190.00
Lost Boys Design	190.00					190.00
Pacific Hearing Service	190.00					190.00
Palo Alto Chiropractic Offices	190.00					190.00
Prostone Services	190.00					190.00
Reverse Mortgages Only	190.00					190.00
Rugh Financial, LLC	190.00					190.00
Sheraton PA Membership	89.00					89.00
State Farm Agency	190.00					190.00
Tearse Eye Care	190.00					190.00
The Integrated Lifestyle	190.00					190.00
TOMSTUDIO		-10.00				-10.00
Wells Fargo Private Bank	190.00					190.00
TOTAL	\$ 4,639.00	-\$ 10.00	\$ 0.00	\$ 190.00	\$ 380.00	\$ 5,199.00

2. Membership update

We currently have 46 active members as of November 30, 2021.

3. Review of Weekly Business Meetings & Planning Future Meetings

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

Dec 16, 2021 PEA Annual Live Auction
Dec 23 & 30, 2021 PEA Holiday – No Meeting

DISCUSSION ITEMS ~ 8:50 a.m. – 9:45 a.m.

1. Bylaws Review: John King, Ad Hoc Committee Chair
2. Board Nominations for 2022-2023 (Angi will provide review of upcoming Board activities)
3. Craig Calkins Nominations for 2021, awarded at Anniversary Party February 2022: how to handle in January 2022?

Monthly Check-in Items & Ongoing Discussions

These items are ongoing discussion items with monthly updates being provided to the Board.

1. Discussion regarding Membership & value proposition for attracting new members
 - a. Update re: last meeting of all Committee Chairs
 - b. Updates from Membership Committee, PR Committee, if there are any to report
2. Critique of online meetings - what works, what doesn't, what might we try?
3. Board subcommittee re: reopening for in-person meetings: health requirements, progression of scenarios, menu options, technology requirements, costs (progress report this week)

Adjourn 9:45 a.m.

Next Board Meeting: January 13, 2022 @ 8:35 a.m.

Attendance and Participation ~ NOVEMBER 2021

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
11/4/2021	46	7	11	22	42	41	0	0
11/11/2021	46	0	14	7	3	42	0	0
11/18/2021	46	35	32	25	47	42	0	0
11/25/2021	46	0	0	0	0	0	0	0
TOTALS	46	42	57	54	125	125	0	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Nov 2021	46	42	57	19	54	18	125	42	42
Oct 2021	45	48	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44
Apr 2019	54	67	145	48	83	28	177	59	46
Mar 2019	54	57	131	33	144	36	130	33	42
Feb 2019	56	51	119	30	86	22	121	30	46
Jan 2019	54	90	213	43	152	30	150	30	43
Dec 2018	56	29	74	37	49	25	71	36	46
Nov 2018	56	67	165	41	109	27	116	29	47
Oct 2018	57	72	116	29	97	24	157	39	45

Peninsula Executives Association

PO Box 36255, San Jose, CA 95158

Phone: 408-266-9658 | Fax: 877-826-8501 | peaworks@executives.org



Board Meeting Minutes – Zoom Conference Call

November 11, 2021

Present

Maureen Clark, President, Presiding
Bobbie Fakkema, Vice President
Michael Aronson, Secretary/Treasurer
Deanne Belcher, Past President
John King
Deb Siegle
Judy Schwartz
Konrad Thaler

Also Present

Angi Roberts, Executive Director
Todd Langton

Call to Order 8:40 a.m. ~ Zoom Conference Call

Welcome ~ Maureen Clark, President

Roll call and welcome of any guests present today.

GUEST AGENDA ITEMS

No guests presented matters today.

CONSENT AGENDA ITEMS

1. Minutes and Attendance

Current month's documents:

- November 2021 Board Meeting Minutes
- Participation and Attendance through November 2021
- Financial Statements
 - **Financials through November 30, 2021 attached**
 - Restricted funds are \$355.00; these funds may only be used for invoices rendered to Pro-Staff Painting.
 - **Accounts Receivable outstanding**
 - The last billing round for dues was December 1, 2021, and bills were sent out to every member on that date for 2021-2022 Quarter 4 membership dues. The next invoices go out on March 1, 2022 and are for quarter 1 dues for 2022-2023.
 - The fourth quarter dues amount was reduced by the Board from \$355 to \$190, again with members having the option to pay less if they are unable to pay the full amount or break up the payment into payments monthly. Some members are expected to request a revised invoice for the \$355 full dues amount to pay instead of \$190. No requests have been received to date for invoice amount reductions.

- Total A/R outstanding as of today, December 8, 2021 is \$5,199.00.
- ACTION NEEDED AT THIS BOARD MEETING: Please note that Carpeteria, Mollie Stone’s Markets, and Yeaman Auto Body (fees were waived by the Board during leave of absence) have all been sent final demand notices signed by Maureen Clark, PEA President, and we only received the outstanding balance for Mollie Stone’s Markets. The Board should consider a motion for disposition of the other remaining balances for Carpeteria and Yeaman.

**Peninsula Executives Association
A/R Aging Summary
As of October 8, 2021**

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Carpeteria		190.00			380.00	570.00
TOTAL	\$ 0.00	\$ 190.00	\$ 0.00	\$ 0.00	\$ 380.00	\$ 570.00

- **Budget vs Actual Reports:** Reporting will be updated when a 2021 budget is presented by the Finance Committee to the Board and adopted.

2. Membership update

We currently have 46 active members as of October 30, 2021.

3. Review of Weekly Business Meetings & Planning Future Meetings

The calendar is online at: <http://bit.ly/pea-master-calendar>

Please make note of the upcoming holidays or special activities:

Nov 25, 2021	PEA Holiday – No Meeting
Dec 3, 2021	PEA Annual Party
Dec 16, 2021	PEA Annual Live Auction
Dec 23, 2021	PEA Holiday – No Meeting
Dec 30, 2021	PEA Holiday – No Meeting

A motion was made by Bobbie and seconded by Michael to accept the Consent Agenda items as is. Motion carries unanimously.

DISCUSSION ITEMS ~ 8:50 a.m. – 9:45 a.m.

1. Michael Aronson, Treasurer, and Bobbie Fakkema: Update and prep for November 18 Board Classification talk regarding finances and meeting formats

They will be talking Monday to finalize and will update the Board on the presentation. And let the Board also know if need any support from the Board.

Set expectation on potential increase in dues with face-to-face meetings. Also, recognize the people who paid the reduced fees and also to those who paid the previous full amount even with the Board reducing the fees.

2. Bylaws Review: John King, Ad Hoc Committee Chair

We will take the revisions in chunks and have a separate Board breakout to discuss sections or pages at a time. Maureen is suggesting that we finish the recommended edits before the winter break. John suggested the first meeting next week and will prescribe the pages to be reviewed before the meetings. Angi will send out a Doodle poll for next week (John will send Angi some dates and we'll send those out). Angi will also see if a contact she has might be able to review the Bylaws when we are done with our part.

Monthly Check-in Items & Ongoing Discussions

These items are ongoing discussion items with monthly updates being provided to the Board.

1. Discussion regarding Membership & value proposition for attracting new members
 - a. No committee updates were provided today.
2. Critique of online meetings - what works, what doesn't, what might we try?
 - a. The Board listed these ideas:
 - i. What is their most vivid smell recognition from childhood?
 - ii. Cognitive health tips and best practices
 - iii. Zoom updates and top tips for how to be effective on zoom
 - iv. Share memories and recipes, favorite table decorations, that reminds me of Thanksgiving
3. Board subcommittee re: reopening for in-person meetings: health requirements, progression of scenarios, menu options, technology requirements, costs (progress report this week)
 - a. The Board discussed the announcement that will be made by Bobbie and Michael at the November 18, 2021 meeting. Michael reviewed the extensive reports he has compiled with various different financial scenarios. The Board was in agreement that PEA can financially meet most likely no more than one time per month face-to-face at a paid breakfast type of format, or less depending on the venue costs. Members should assume that Zoom meetings will be continued as they are the most cost effective for the organization.

The Board determined a special drawing will take place on November 18, 2021, that will only include the participants of the PR survey. Angi will include this special announcement in the email notifications to members.

The Board discussed vaccination status for attendees of the December 4, 2021 Member-hosted Holiday Party Events. The Board determined by consensus that this is the language that will be used by the Committee when collecting RSVPs for the events: "This event is open to all vaccinated people. We expect all hosts and guests to be vaccinated."

Having completed the business of the Board, the meeting was adjourned at 9:25 am. with a motion and second being provided by Deb and Judy, respectively.

Adjourn 9:25 a.m.

Next Board Meeting: December 9, 2021 @ 8:35 a.m.

Attendance and Participation ~ NOVEMBER 2021

Date	# Members	Ongoing	Direct	Referral	Internet	Attended	Guest	Open House # Attendees
11/4/2021	46	7	11	22	42	41	0	0
11/11/2021	46	0	14	7	3	42	0	0
11/18/2021	46	35	32	25	47	42	0	0
11/25/2021	46	0	0	0	0	0	0	0
TOTALS	46	42	57	54	125	125	0	0

Month	# Members	Ongoing	Direct	Avg per week	Referrals	Avg per week	Internet	Avg per week	Attendance avg per week
Nov 2021	46	42	57	19	54	18	125	42	42
Oct 2021	45	48	63	16	36	9	177	44	38
Sep 2021	47	16	23	6	18	5	21	5	39
Aug 2021	47	20	62	16	33	8	115	29	38
Jul 2021	48	35	90	18	76	15	117	23	37
Jun 2021	49	36	101	25	85	21	79	20	41
May 2021	53	13	56	14	23	6	54	14	43
Apr 2021	53	37	95	24	55	14	96	24	43
Mar 2021	53	8	43	11	39	10	42	11	45
Feb 2021	52	23	24	6	16	4	33	8	48
Jan 2021	52	45	76	19	41	10	96	24	42
Dec 2020	52	9	156	31	32	6	18	4	43
Nov 2020	52	16	68	17	26	7	46	12	43
Oct 2020	52	28	120	24	61	12	15	3	43
Sep 2020	52	1	12	4	29	10	3	1	39
Aug 2020	54	4	49	12	5	1	60	15	41
Jul 2020	54	7	39	10	7	2	25	6	43
Jun 2020	54	4	13	3	14	4	18	5	45
May 2020	54	9	2	1	14	4	5	1	45
Apr 2020	56	4	1	1	3	2	0	0	41
Mar 2020	55	32	46	23	68	34	74	37	40
Feb 2020	56	68	128	32	103	26	90	23	47
Jan 2020	56	85	170	43	118	30	152	38	45
Dec 2019	56	46	128	43	66	22	90	30	47
Nov 2019	57	67	129	43	83	28	96	32	45
Oct 2019	57	74	183	37	110	22	150	30	47
Sep 2019	57	69	156	39	101	25	159	40	44
Aug 2019	57	80	153	38	106	27	141	35	46
Jul 2019	57	65	143	48	72	24	101	34	43
Jun 2019	56	87	186	47	108	27	149	37	44
May 2019	55	65	208	52	98	25	156	39	44
Apr 2019	54	67	145	48	83	28	177	59	46
Mar 2019	54	57	131	33	144	36	130	33	42
Feb 2019	56	51	119	30	86	22	121	30	46
Jan 2019	54	90	213	43	152	30	150	30	43
Dec 2018	56	29	74	37	49	25	71	36	46
Nov 2018	56	67	165	41	109	27	116	29	47
Oct 2018	57	72	116	29	97	24	157	39	45

Peninsula Executives Association

A/R Aging Summary

As of December 8, 2021

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
All Reasons Moving & Storage	190.00					\$190.00
Arranged4Comfort	190.00					\$190.00
Benefits Simplified	190.00					\$190.00
Carpeteria				190.00	380.00	\$570.00
Come Travel Today	190.00					\$190.00
Cushman & Wakefield	190.00					\$190.00
D.B. Gaskill Advertising Specialties	190.00					\$190.00
Events, Etc...	190.00					\$190.00
GR8WORK Builders, Inc	190.00					\$190.00
Hassett Hardware	190.00					\$190.00
Hoge Fenton	190.00					\$190.00
Home Preservation Services	190.00					\$190.00
Innovative Sales and Leasing	190.00					\$190.00
JB Bell Business Consulting Int'l	-10.00					\$ -10.00
JL Designs & Interiors	190.00					\$190.00
Lane Cleaning Services	190.00					\$190.00
Lost Boys Design	190.00					\$190.00
Pacific Hearing Service	190.00					\$190.00
Palo Alto Chiropractic Offices	190.00					\$190.00
Prostone Services	190.00					\$190.00
Reverse Mortgages Only	190.00					\$190.00
Rugh Financial, LLC	190.00					\$190.00
Sheraton PA Membership	89.00					\$89.00
State Farm Agency	190.00					\$190.00
Tearse Eye Care	190.00					\$190.00
The Integrated Lifestyle	190.00					\$190.00
TOMSTUDIO		-10.00				\$ -10.00
Wells Fargo Private Bank	190.00					\$190.00
TOTAL	\$4,639.00	\$ -10.00	\$0.00	\$190.00	\$380.00	\$5,199.00

Peninsula Executives Association

Open Invoices

As of December 8, 2021

DATE	TRANSACTION TYPE	NUM	TERMS	DUE DATE	OPEN BALANCE
All Reasons Moving & Storage					
12/01/2021	Invoice	3782	Net 30	12/31/2021	190.00
Total for All Reasons Moving & Storage					\$190.00
Arranged4Comfort					
12/01/2021	Invoice	3820	Net 30	12/31/2021	190.00
Total for Arranged4Comfort					\$190.00
Benefits Simplified					
12/01/2021	Invoice	3825	PEA dues terms	12/31/2021	190.00
Total for Benefits Simplified					\$190.00
Carpeteria					
03/01/2021	Invoice	3632	PEA dues terms	03/31/2021	190.00
06/01/2021	Invoice	3682	PEA dues terms	07/01/2021	190.00
09/01/2021	Invoice	3776	PEA dues terms	10/01/2021	190.00
Total for Carpeteria					\$570.00
Come Travel Today					
12/01/2021	Invoice	3783	PEA dues terms	12/31/2021	190.00
Total for Come Travel Today					\$190.00
Cushman & Wakefield					
12/01/2021	Invoice	3798	Net 30	12/31/2021	190.00
Total for Cushman & Wakefield					\$190.00
D.B. Gaskill Advertising Specialties					
12/01/2021	Invoice	3799	Net 30	12/31/2021	190.00
Total for D.B. Gaskill Advertising Specialties					\$190.00
Events, Etc...					
12/01/2021	Invoice	3788	Net 30	12/31/2021	190.00
Total for Events, Etc...					\$190.00
GR8WORK Builders, Inc					
12/01/2021	Invoice	3813	Net 30	12/31/2021	190.00
Total for GR8WORK Builders, Inc					\$190.00
Hassett Hardware					
12/01/2021	Invoice	3807	Net 30	12/31/2021	190.00
Total for Hassett Hardware					\$190.00
Hoge Fenton					
12/01/2021	Invoice	3823	Net 30	12/31/2021	190.00
Total for Hoge Fenton					\$190.00
Home Preservation Services					
12/01/2021	Invoice	3816	Net 30	12/31/2021	190.00
Total for Home Preservation Services					\$190.00
Innovative Sales and Leasing					
12/01/2021	Invoice	3808	Net 30	12/31/2021	190.00
Total for Innovative Sales and Leasing					\$190.00

Peninsula Executives Association

Open Invoices

As of December 8, 2021

DATE	TRANSACTION TYPE	NUM	TERMS	DUE DATE	OPEN BALANCE
JB Bell Business Consulting Int'l					
12/08/2021	Payment			12/08/2021	-10.00
Total for JB Bell Business Consulting Int'l					\$ -10.00
JL Designs & Interiors					
12/01/2021	Invoice	3801	Net 30	12/31/2021	190.00
Total for JL Designs & Interiors					\$190.00
Lane Cleaning Services					
12/01/2021	Invoice	3784	Net 30	12/31/2021	190.00
Total for Lane Cleaning Services					\$190.00
Lost Boys Design					
12/01/2021	Invoice	3789	Net 30	12/31/2021	190.00
Total for Lost Boys Design					\$190.00
Pacific Hearing Service					
12/01/2021	Invoice	3792	Net 30	12/31/2021	190.00
Total for Pacific Hearing Service					\$190.00
Palo Alto Chiropractic Offices					
12/01/2021	Invoice	3794	Net 30	12/31/2021	190.00
Total for Palo Alto Chiropractic Offices					\$190.00
Prostone Services					
12/01/2021	Invoice	3800	Net 30	12/31/2021	190.00
Total for Prostone Services					\$190.00
Reverse Mortgages Only					
12/01/2021	Invoice	3814	Net 30	12/31/2021	190.00
Total for Reverse Mortgages Only					\$190.00
Rugh Financial, LLC					
12/01/2021	Invoice	3810	Net 30	12/31/2021	190.00
Total for Rugh Financial, LLC					\$190.00
Sheraton PA Membership					
12/01/2021	Invoice	3795	Net 30	12/31/2021	89.00
Total for Sheraton PA Membership					\$89.00
State Farm Agency					
12/01/2021	Invoice	3785	Net 30	12/31/2021	190.00
Total for State Farm Agency					\$190.00
Tearse Eye Care					
12/01/2021	Invoice	3822	Net 30	12/31/2021	190.00
Total for Tearse Eye Care					\$190.00
The Integrated Lifestyle					
12/01/2021	Invoice	3811	Net 30	12/31/2021	190.00
Total for The Integrated Lifestyle					\$190.00
TOMSTUDIO					
12/03/2021	Payment			12/03/2021	-10.00

Peninsula Executives Association

Open Invoices

As of December 8, 2021

DATE	TRANSACTION TYPE	NUM	TERMS	DUE DATE	OPEN BALANCE
Total for TOMSTUDIO					\$ -10.00
Wells Fargo Private Bank					
12/01/2021	Invoice	3812	Net 30	12/31/2021	190.00
Total for Wells Fargo Private Bank					\$190.00
TOTAL					\$5,199.00

Peninsula Executives Association

Profit and Loss

March - November, 2021

	TOTAL
Income	
Dues	
1st Quarter Dues	10,685.00
2nd Quarter Dues	9,344.00
3rd Quarter Dues	9,486.00
Total Dues	29,515.00
Initiation Fees	375.00
Outings - income	
Holiday Dinner	238.25
Picnic	163.82
Total Outings - income	402.07
Pandemic Discount	-380.00
PayPal Sales	29.16
Unapplied Cash Payment Income	1,140.00
Total Income	\$31,081.23
GROSS PROFIT	\$31,081.23
Expenses	
Anniversary celebration	574.11
Bank fees	1.36
Board retreat	650.00
Contract Services	24,200.00
Gifts Given	43.93
Insurance	276.00
PayPal Fees	25.77
Postage	53.61
QuickBooks Payments Fees	447.22
Tax	
Fed	3,877.00
State & Fed filing fee	-550.00
Total Tax	3,327.00
Tax Prep	950.00
Unapplied Cash Bill Payment Expense	0.00
Web site related expenses	
Domain Name Renewal	15.99
Web hosting	161.88
Website Security Software	24.00
Total Web site related expenses	201.87
Total Expenses	\$30,750.87
NET OPERATING INCOME	\$330.36
Other Income	
Interest Income	3.56
Total Other Income	\$3.56
NET OTHER INCOME	\$3.56
NET INCOME	\$333.92

Peninsula Executives Association

Balance Sheet

As of November 30, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
First Rep checking 0353	6,035.48
First Rep savings 7458	16,507.20
PayPal Bank	41.48
Total Bank Accounts	\$22,584.16
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
Other Current Assets	
Undeposited Funds	190.00
Total Other Current Assets	\$190.00
Total Current Assets	\$22,774.16
TOTAL ASSETS	\$22,774.16
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Pre Paid Dues - Pro Staff	355.00
Total Other Current Liabilities	\$355.00
Total Current Liabilities	\$355.00
Total Liabilities	\$355.00
Equity	
Retained Earnings	22,085.24
Net Income	333.92
Total Equity	\$22,419.16
TOTAL LIABILITIES AND EQUITY	\$22,774.16